



The Real Estate ANALYST

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Roy Wenzlick
Editor

A concise easily digested periodic analysis based upon scientific research in real estate fundamentals and trends. Constantly measuring and reporting the basic economic factors responsible for changes in trends and values.....Current Studies.....Surveys.....Forecasts

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VOLUME XV

REAL ESTATE ECONOMISTS, APPRAISERS AND COUNSELORS

MORTGAGE INTEREST RATE

WE have at last completed our recomputations of the normal for real estate activity. The chart on the center spread of this report shows the revised figures. It will be noticed on this chart that the depression of the thirties is slightly longer and deeper than it appeared on all of our previous charts and that the present boom is not quite so great.

As pointed out in previous reports, as a country matures real estate activity has a tendency to subside until in a very old country the greater part of the real estate business consists of the management business, with brokerage playing a very small role.

This is true not only of countries but of cities as well. Our chartings of real estate activity in individual cities over a long period would indicate that in the early life of a city real estate transfers in relationship to the number of families in the community are very large but as the city gradually matures the real estate booms go to lesser and lesser heights.

On the basis of this experience in the past, we computed our normal and it was found that the normal had a downward tilt. With no reason for believing that this tendency had changed, we continued the same trend on our figures through the depression and up to the present time, but constantly realizing that at some time this downward trend must level out as it could never theoretically reach zero. The experience of the last 15 years has convinced us that the normal is no longer declining as rapidly as it formerly did and after considerable experimental work we have recomputed a normal for the years from 1930 on. Making this change in our normal changes the areas from the fashion in which we charted them before to the new charting shown on this spread.

We are not certain that it may not be necessary to revise our normal still further at some time in the future. It is always impossible to say what normal is at the present time. The best definition of normal is probably that a normal is an average of the past and future. If this be true, the normal for past periods can always be computed as the past and future in relationship to those periods are known, but in trying to compute the normal for the present we know only the past and must estimate the future. Certain basic changes may come about during the next few years which may alter many of the factors in the present picture until conditions which appear now to be extremely abnormal may be far closer to an average over the long period than they now appear.

(cont. on page 150)

INSURED LOANS

FEDERAL HOUSING ADMINISTRATION financing reached its peak in October 1941, at that time running approximately 123 million dollars worth of mortgages insured in a single month. Title II insurance fell rapidly during 1942, but was replaced during 1943, 1944 and the first part of 1945 by Title VI loans covering the insurance of war housing.

Starting last fall, however, Title II loans began to increase, but even this could not stop the declining trend of total loans insured. January 1946 was below any January since 1938. Since mortgage lending on residential buildings is running considerably above any time since the stock market collapse in 1929, apparently a larger percentage of present loans is not being insured by the FHA.

The chart on the bottom of the opposite page is quite interesting in that it shows the dollar total of insured loans held by different types of lending institutions. It is quite apparent that insurance companies and commercial banks have been the big reservoirs for insured mortgages, with mutual savings banks running slightly ahead of savings and loan associations. At the present time, however, insurance companies and commercial banks are holding practically $3\frac{1}{2}$ billion dollars worth of insured mortgages out of a total only slightly in excess of $4\frac{1}{2}$ billion.

We regret exceedingly President Truman's executive order placing the FHA under the National Housing Agency. Of all government agencies having anything to do with the housing and real estate picture, the Federal Housing Administration has been most helpful in stimulating private enterprise, and this has been done with a minimum of government supervision. The National Housing Agency has not, as a rule, seen housing from any angle except as a quasi public utility. We hope that Congress in permanent legislation will not combine agencies whose purpose and viewpoints are widely dissimilar.

MORTGAGE INTEREST RATE

(cont. from page 149)

Real estate activity during April failed to increase by a sizable percentage for the first time in many months and, in fact, in many cities the number of voluntary transfers of real estate in relationship to the number of families, after correction for seasonal fluctuation, was below the level of the preceding month.

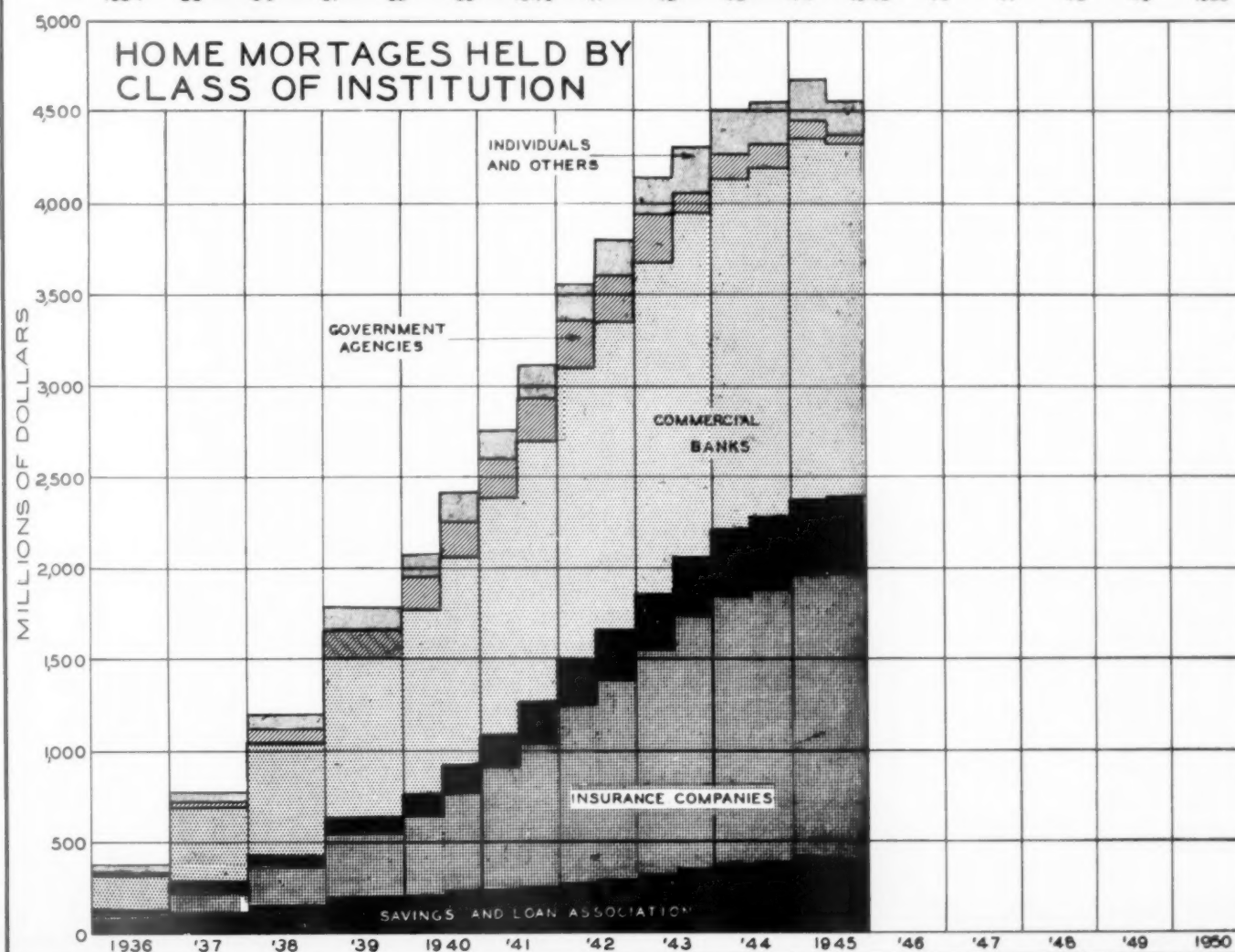
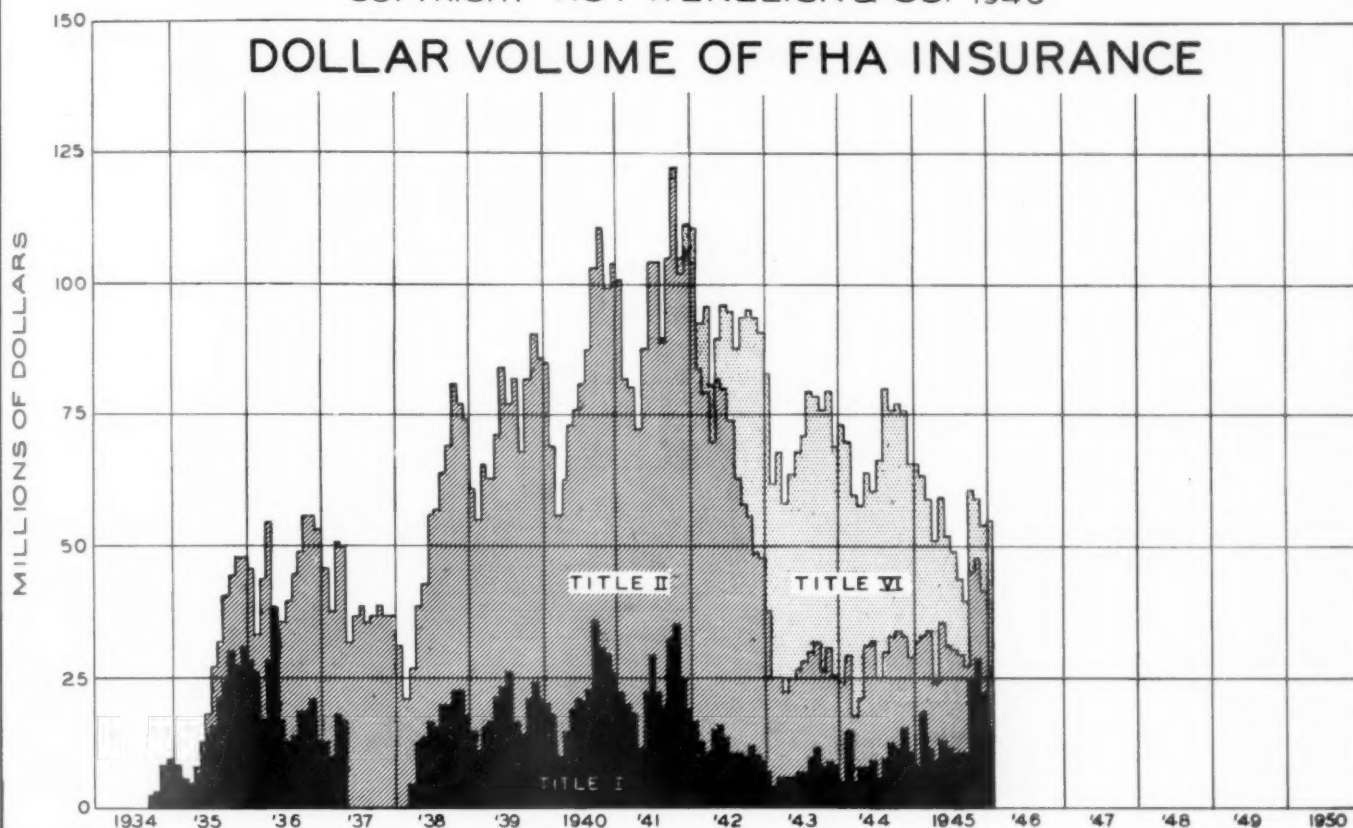
It is still too early to even guess whether this means that the boom which has reached such unusual heights is starting to level off. The drop may be due to the paralyzing effect of strikes and, if so, it may continue on our chart for several months. If strikes now subside and activity still fails to register further gains, it will be the first indication that the boom has reached a peak. Only if foreclosures start rising should there be cause for alarm. In the past a collapse of real estate prices has not occurred until activity had subsided for a number of years, during which foreclosures were gradually rising.

The chart on page 153 shows average interest rates on all mortgage loans made on Manhattan Island from 1879 to the present and all mortgage loans made in St. Louis from 1893 to the present. These two cities have been selected as Manhattan Island mortgages are primarily mortgages on large buildings, and

(cont. on page 152)

FHA FINANCING

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(cont. from page 150)

St. Louis mortgages are primarily mortgages on single-family residences. The two lines on this chart, therefore, approximate what has been happening on the two types of property in most cities of the United States, with the probability, however, that mortgage interest rates on Manhattan Island have regularly been somewhat below the rates in other communities. This is due to the fact that so much mortgage money is loaned by organizations with their executive offices in New York City. This has the tendency of making mortgage money more abundant in that area than in areas which are farther removed from the source of the money. This in turn has a tendency to reduce the rate.

The colored panel at the top of the long spread shows the distribution of the Manhattan mortgage interest rates in detail over the period from 1875 to the present. On this chart the complete height of the band represents all mortgages made each month. The light pink portion of the band shows mortgages made at 6 per cent or more. In 1875 and 1876 all mortgages were made at 6 per cent or more and in 1922 in the early part of the year more than 95 per cent of all mortgages were made at 6 per cent or better. A similar condition existed in the latter period of 1929.

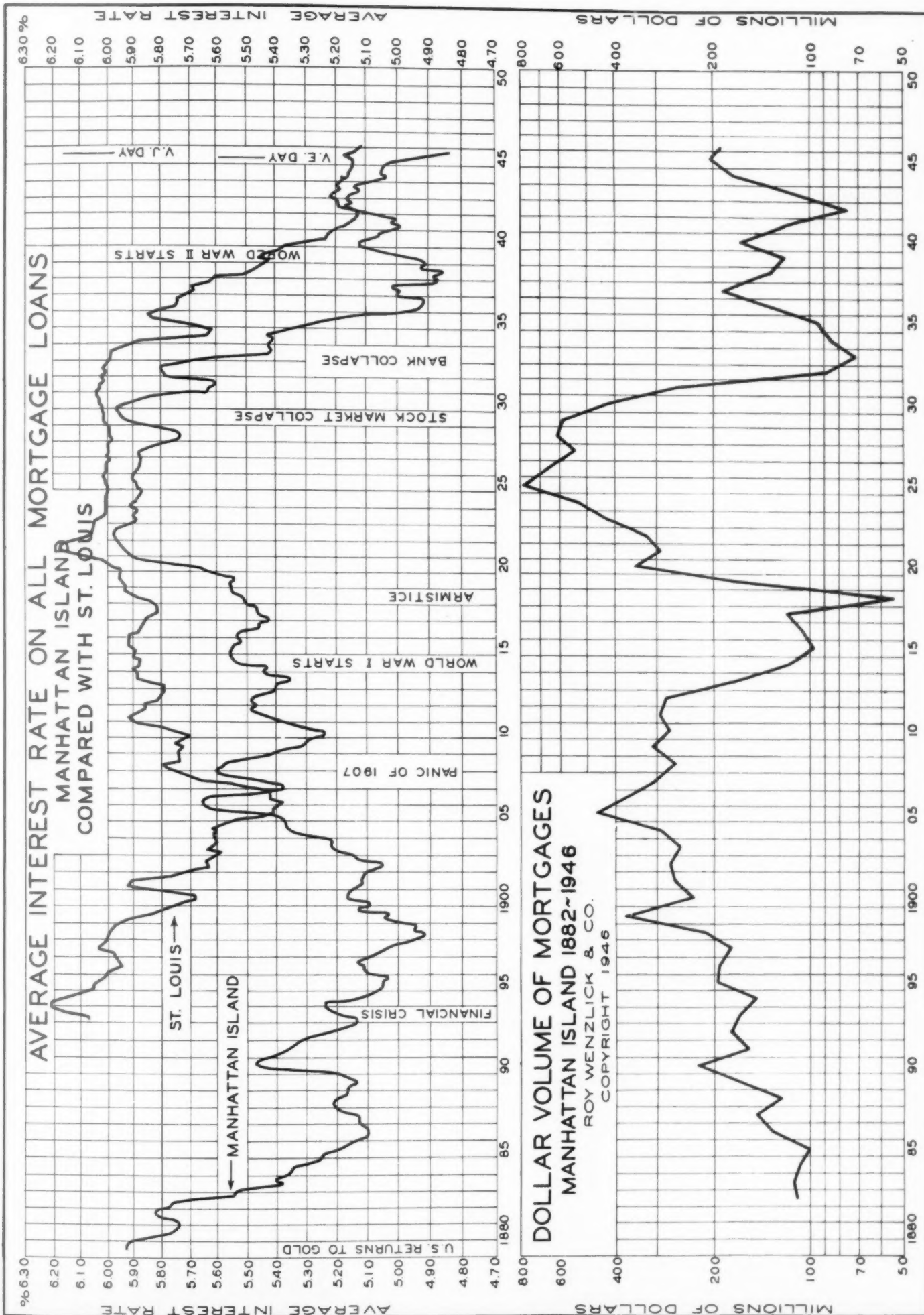
While a larger percentage of mortgages at the present time on large buildings are being made at 4 per cent or less, at no time during the big depression of the thirties or the recovery from that depression have so small a percentage of all mortgage loans in New York been made at less than 6 per cent as were made on that basis in the later eighties and the later nineties.

The percentage of mortgages made at 6 per cent or more has continued to drop since about 1943 and this drop has continued to the present time.

All mortgage lenders are primarily interested in the future of the mortgage interest rate. There has been tremendous pressure for lower rates during the period of the big depression and the war. The FHA was organized in 1934 in an effort to reduce the monthly payments on new homes in order to stimulate new building and to expand home ownership in the United States. By reducing the loading for risk in the mortgage interest rate, there can be little question but that the effect of the FHA during this period was to reduce monthly payments on residences and this resulted in a larger volume of building than would otherwise have occurred. It also resulted in a failure of rents and values on older buildings to rise by the percentages which would otherwise have been justified by the increase in construction costs. This benefited all tenants during this period, but unfortunately it also resulted in rents being frozen at a very low level during the war.

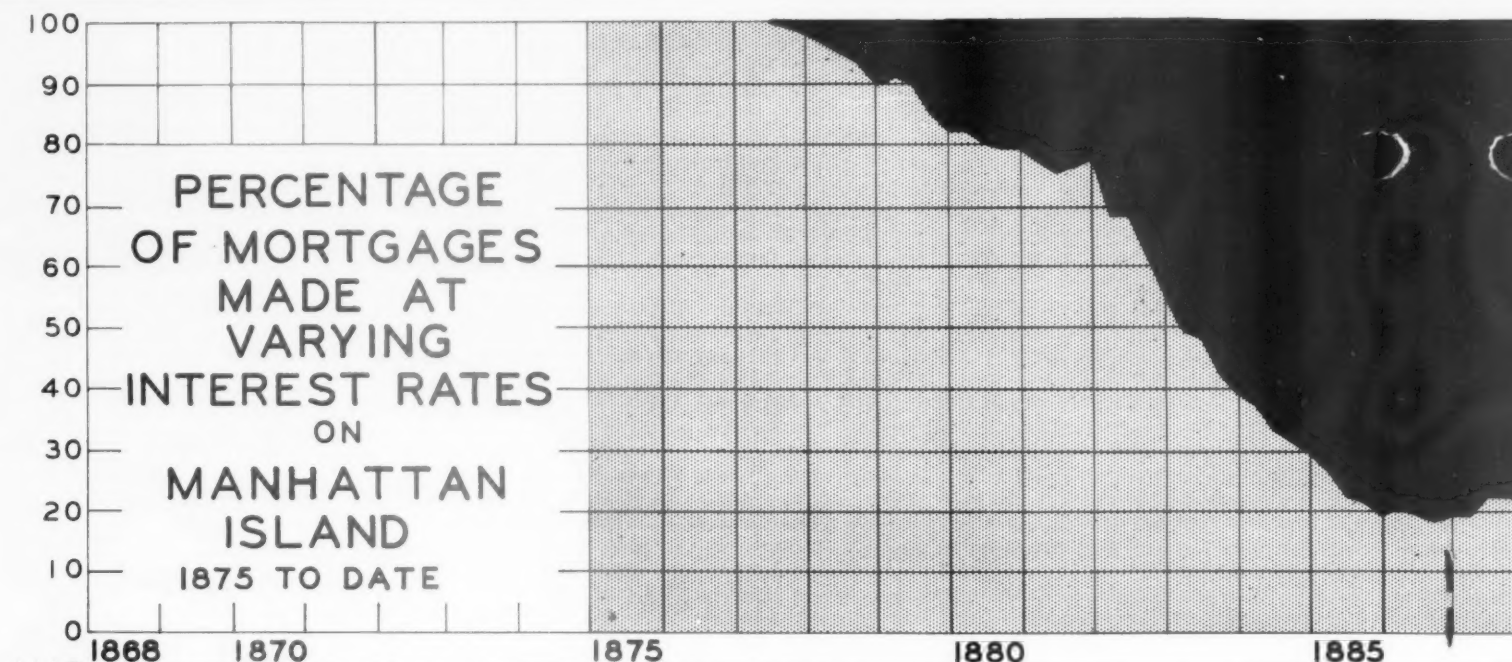
During the war period the tremendous pressure of the government on interest rates due to the necessity of war financing held rates at an abnormally low level and this low level has persisted to the present time. Marriner S. Eccles, the chairman of the Board of Governors of the Federal Reserve System, however, is very much worried about the inflationary implications of past government fiscal policies and apparently would favor a stiffening of general interest rates as one way to halt inflation.

It appears to us that general interest rates have passed the bottom and that there will probably be an upward drift during the next few years. It seems probable, however, that mortgage interest rates will not show any tendency to rise during the next year or two but that the next major change in trend will be a slightly upward drift from the present extremely low levels.



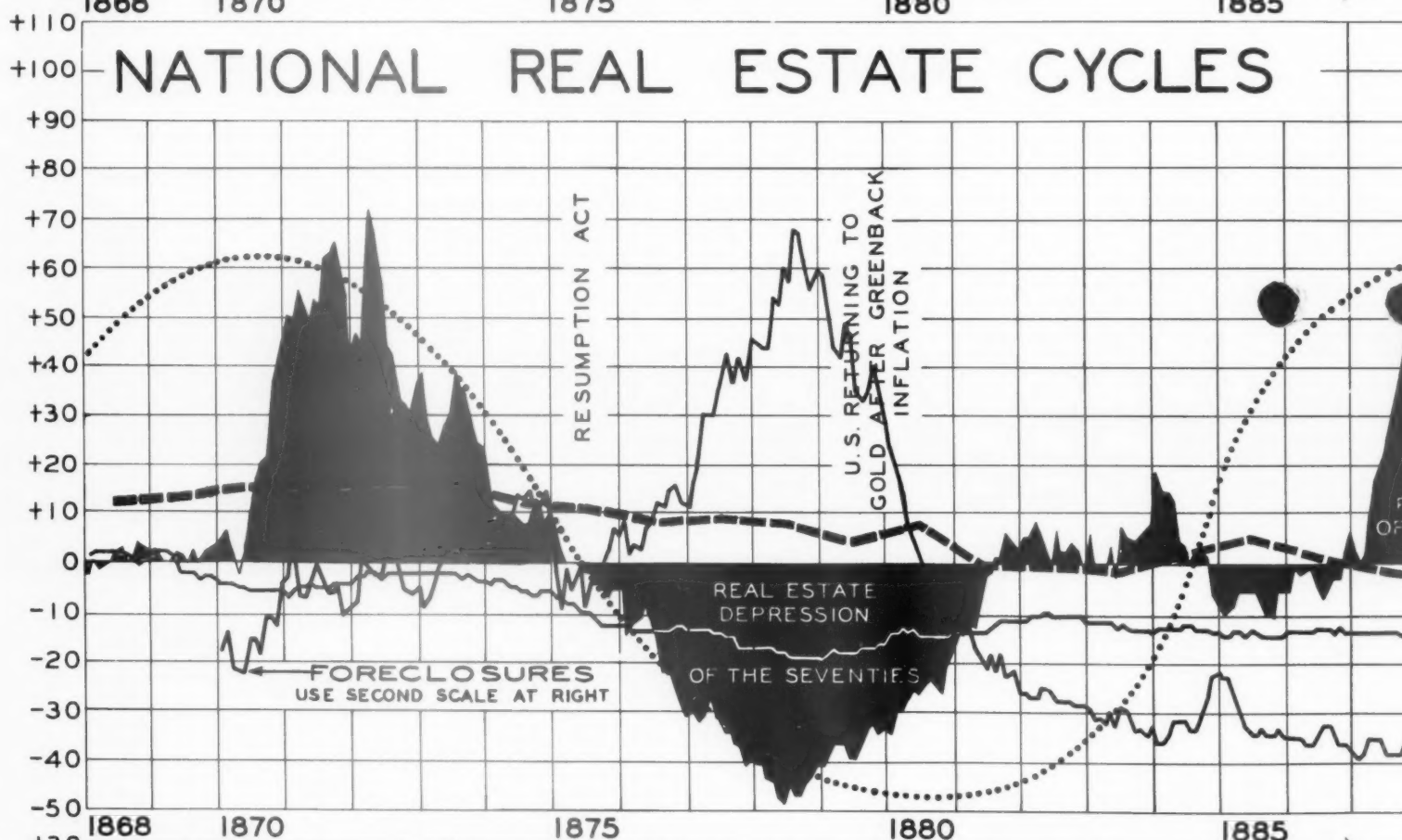
PERCENTAGE

PERCENTAGE OF MORTGAGES MADE AT VARYING INTEREST RATES ON MANHATTAN ISLAND 1875 TO DATE



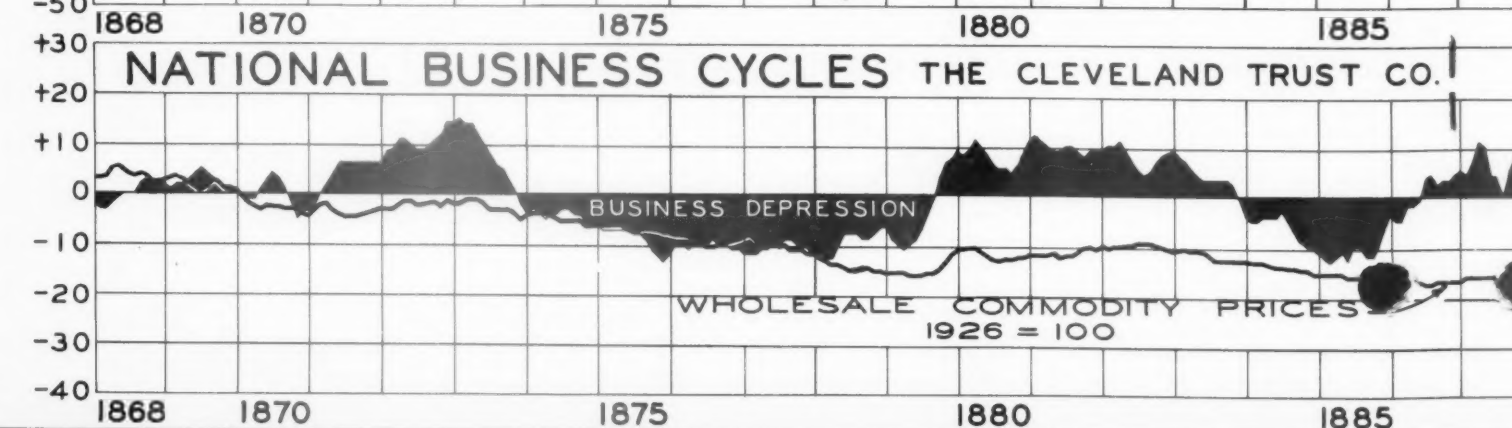
REAL ESTATE ACTIVITY

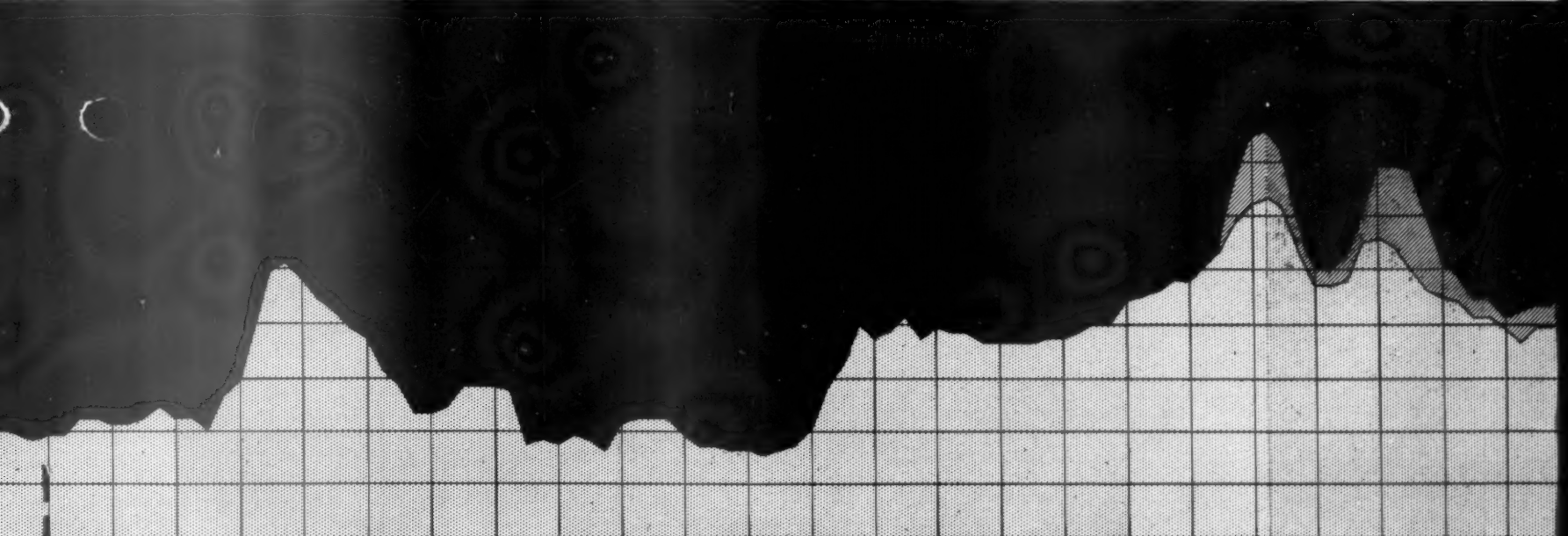
NATIONAL REAL ESTATE CYCLES



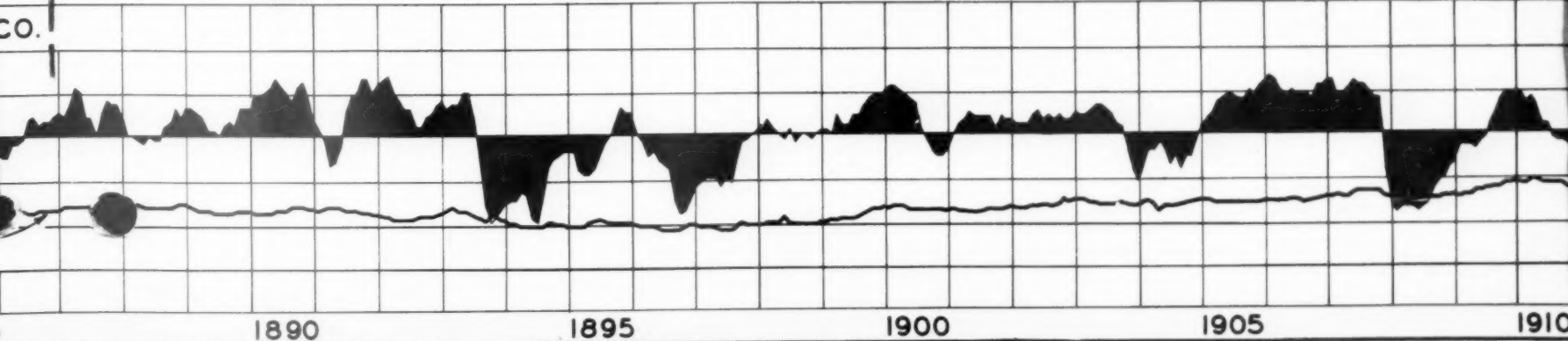
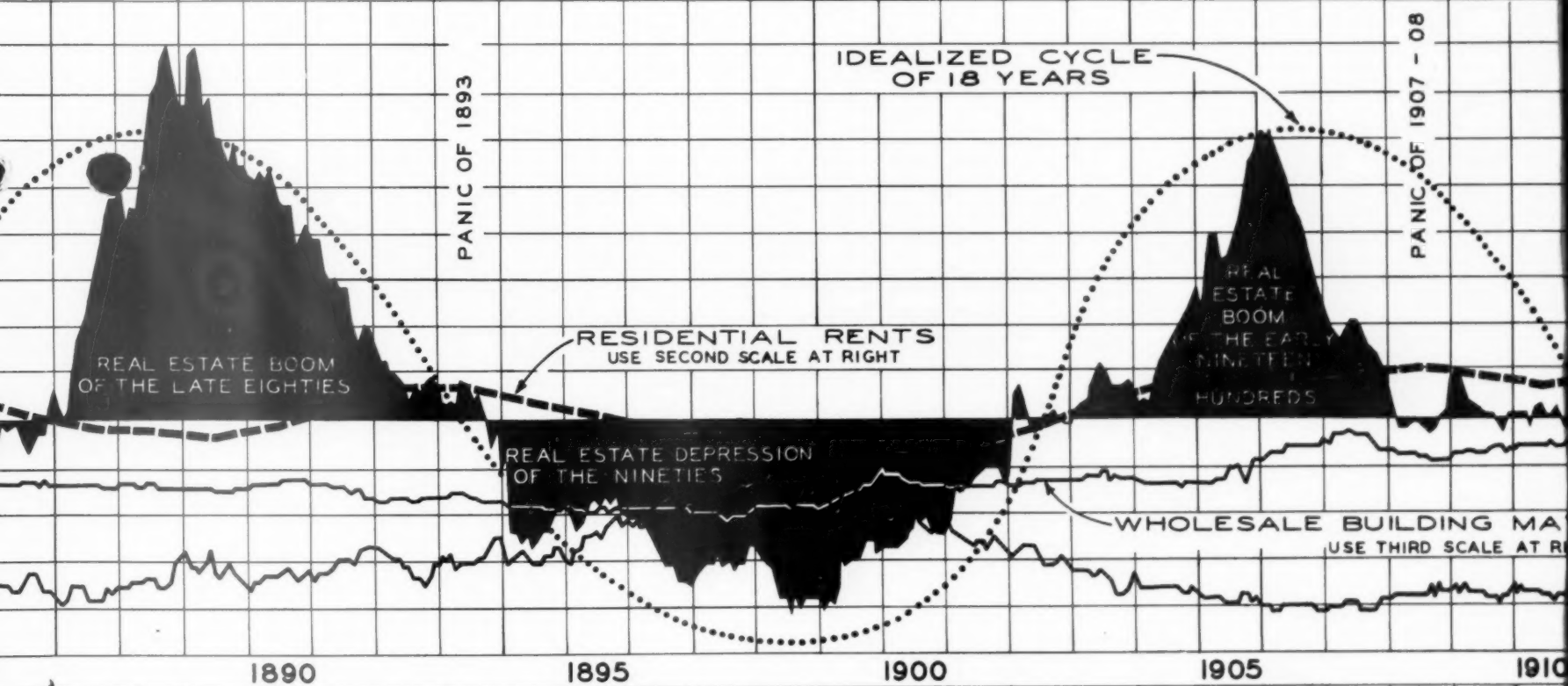
BUSINESS ACTIVITY

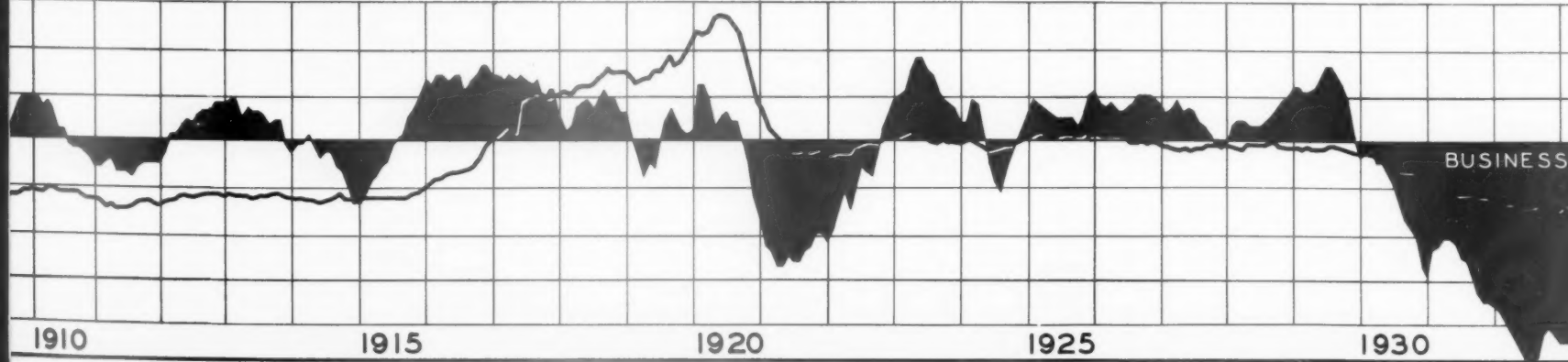
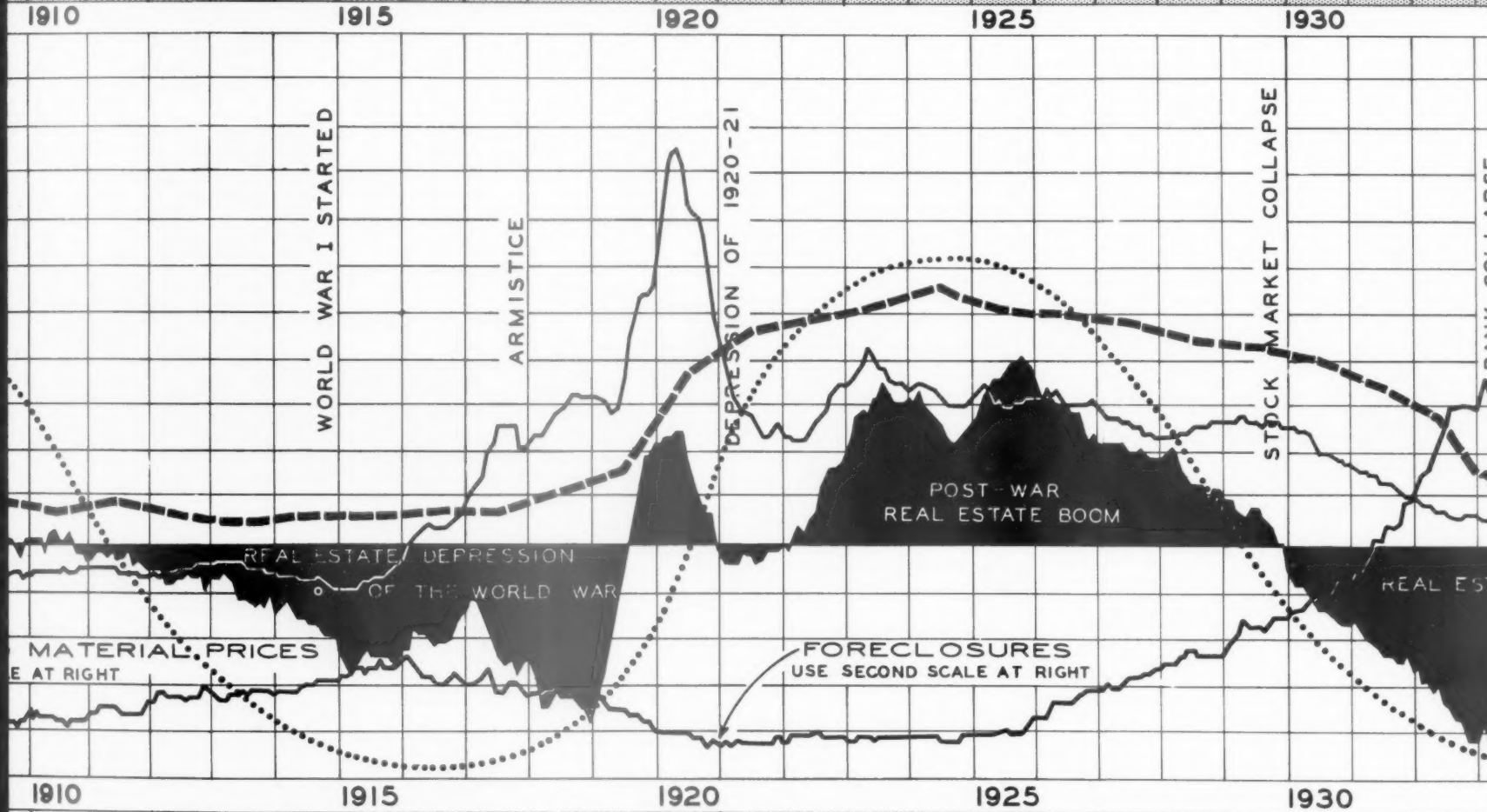
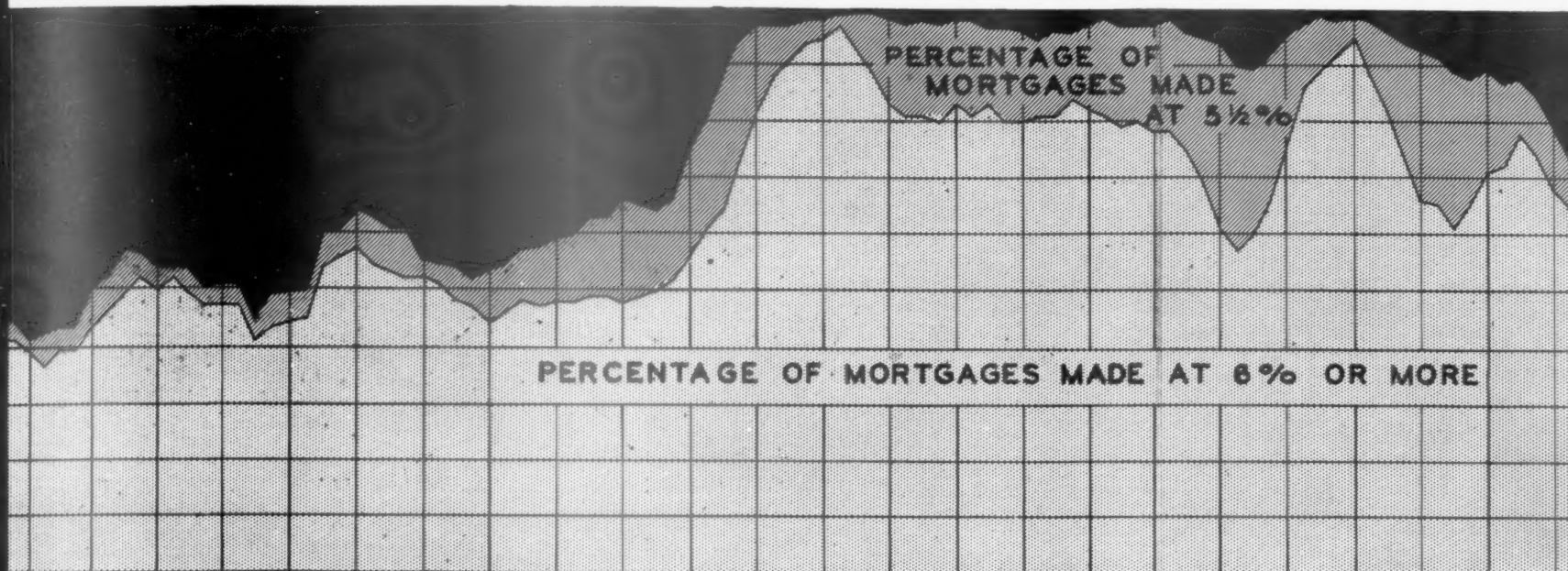
NATIONAL BUSINESS CYCLES THE CLEVELAND TRUST CO.

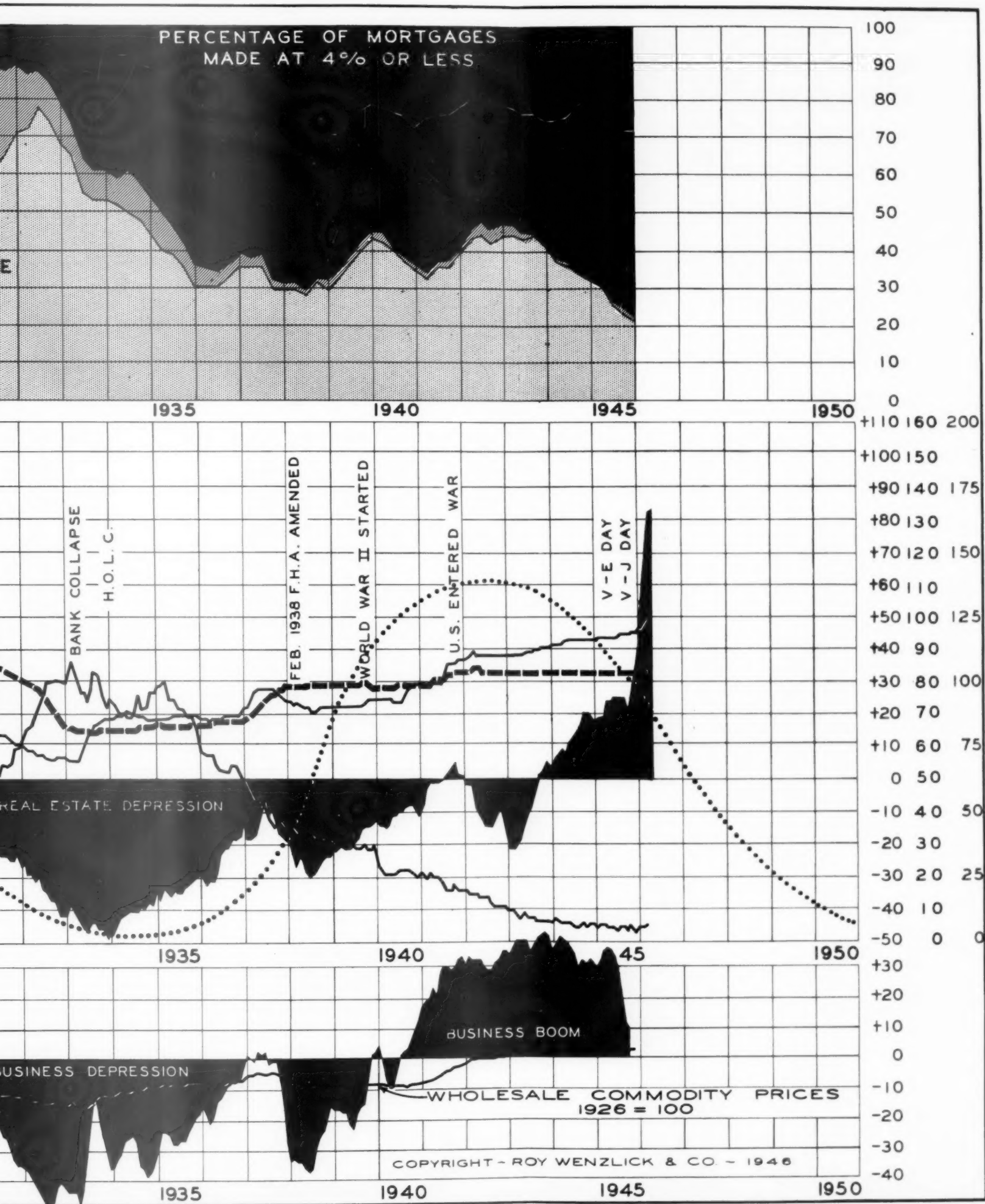




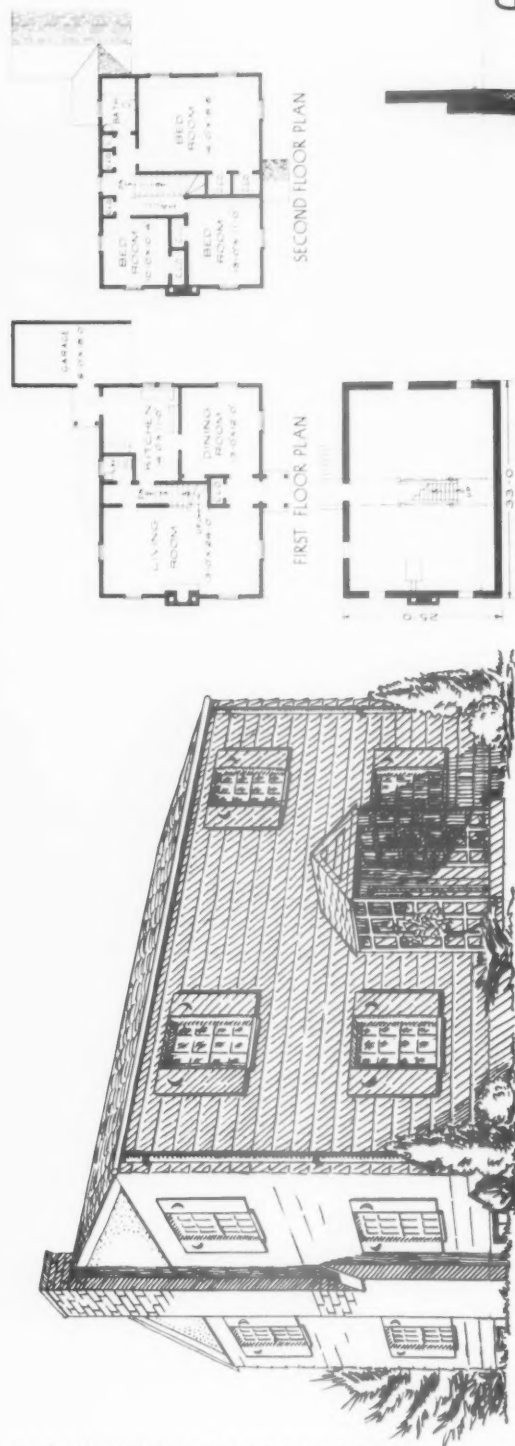
1890 1895 1900 1905 1910



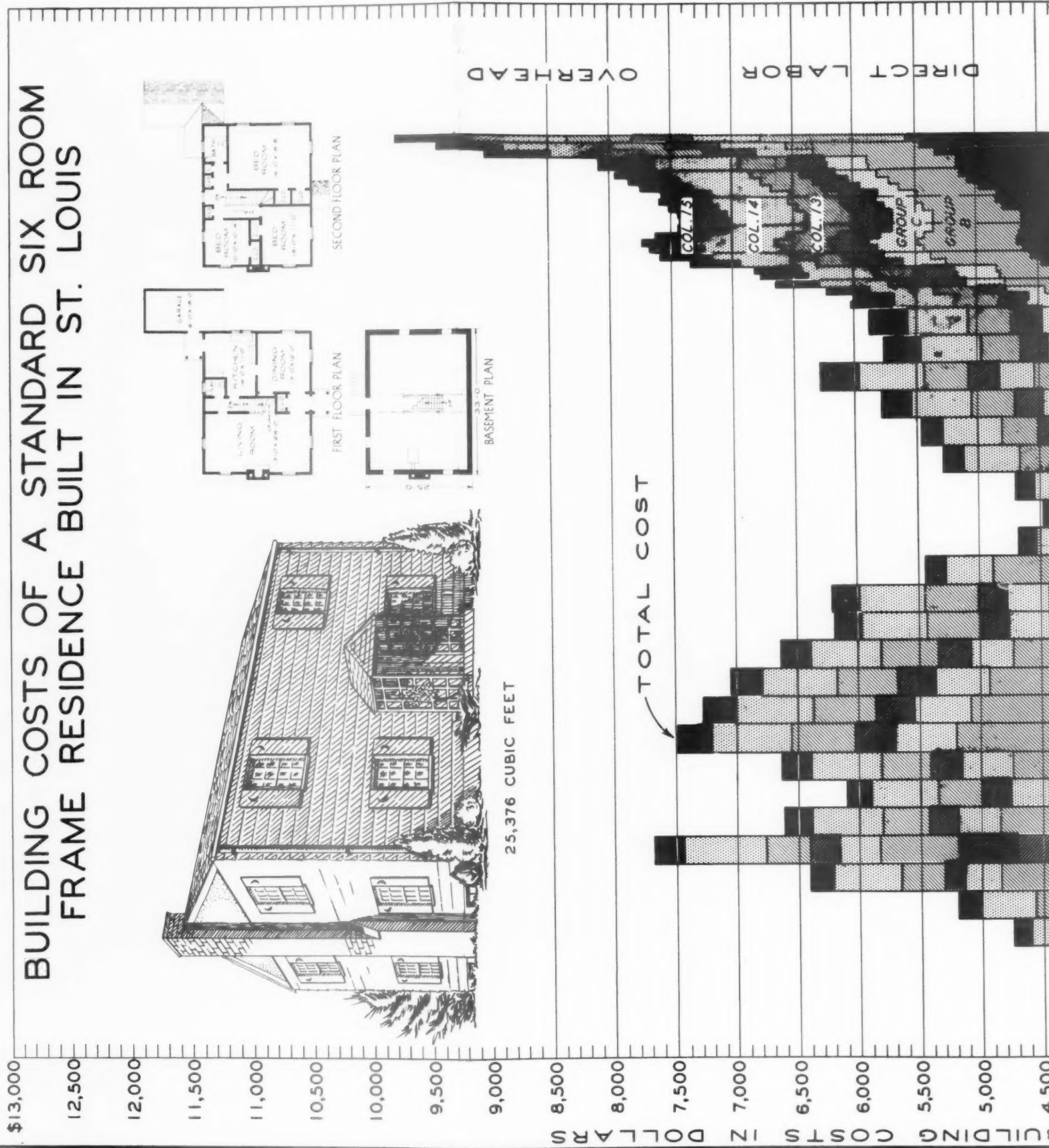


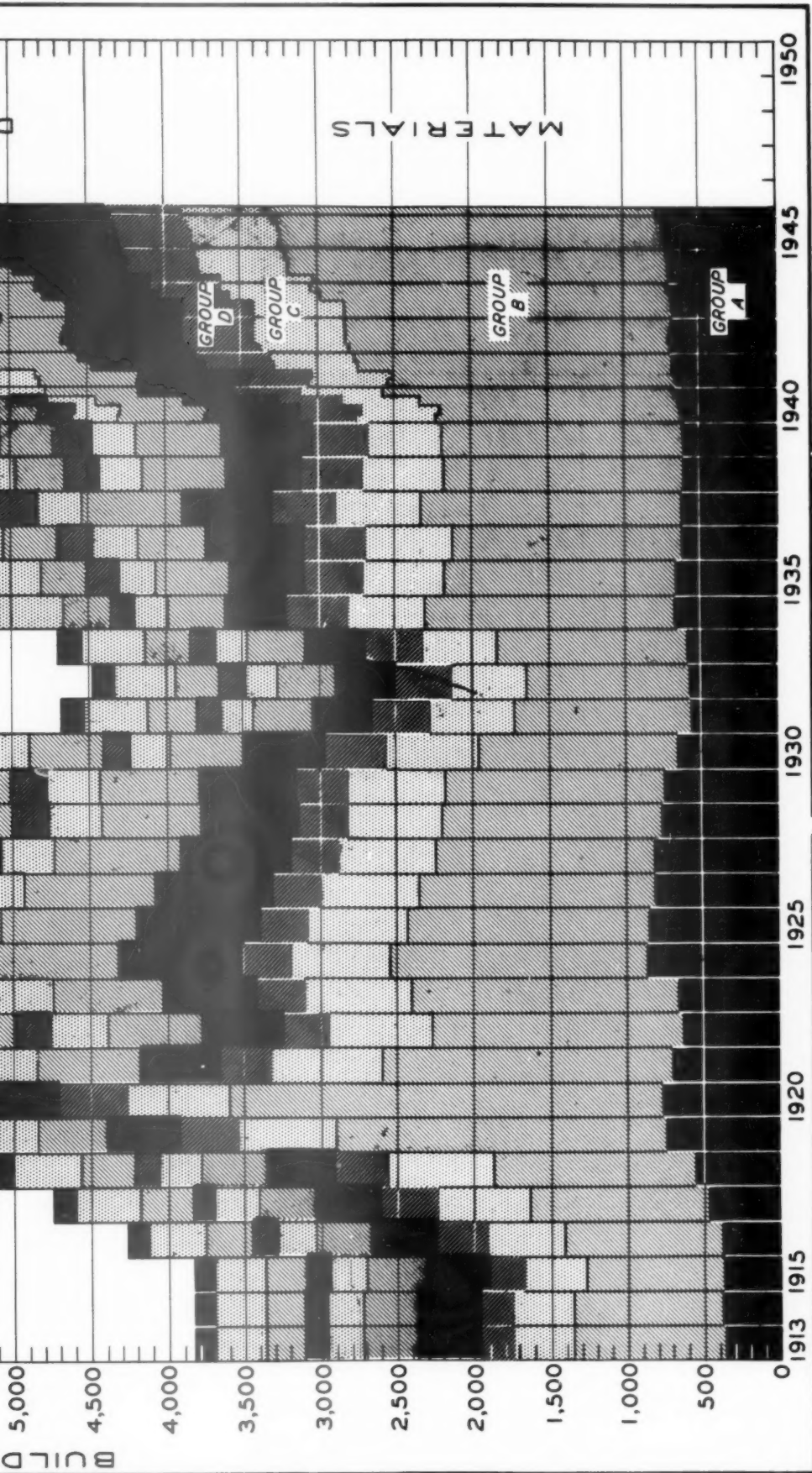


BUILDING COSTS OF A STANDARD SIX ROOM FRAME RESIDENCE BUILT IN ST. LOUIS



25,376 CUBIC FEET





The chart above shows the variations in the costs of materials, labor and overhead for a six-room frame residence in St. Louis. Floor plans and a picture of the house are shown with the chart. Costs are grouped into four classifications of material, four of labor and three of overhead. A further breakdown of these groups is given in detail below. Columns of the table are numbered, and a brief description of the items included in each is given in the paragraphs below.

- Group A:
 (1) Masonry: Cement, sand, gravel, quicklime, hydrated lime, hard wall plaster, face and common brick, fire brick, flue lining.
 (2) Tile Work: 4x4 wall tile, ceramic floor tile, cap and base.
 (3) TOTAL OF GROUP A: Materials. Labor.
 Group B:
 (4) Unfinished Lumber: Columns, beams, floor and ceiling joists, interior and exterior studs, rafters, bracing, etc. Labor.
 (5) Finished Lumber: Sub-flooring, sheathing, beveled siding, finished floors, asphalt shingle roofing, roofing felt, tar paper, shutters, etc. Labor.
 (6) Millwork: Windows, doors, trim, kitchen cabinet, stairs. Labor.

- (7) TOTAL OF GROUP B: Materials. Labor.
 Group C:
 (8) Heating: Boiler, insulating jackets, fittings, tools, pipes, connections, valves and radiation. Labor.
 (9) Plumbing: Soil pipes and connections, stack, water pipe and connections, lead oakum and bathroom fixtures; hot water heater and tank to be furnished by others. Labor.
 (10) TOTAL OF GROUP C: Materials. Labor.
 Group D:
 (11) Sheet Metal: Galv. iron (present) gutters, downspouts, flashing. Labor.
 (12) Electrical Work: Main switch, BX cable, switch boxes, receptacles, transformer, etc. No fixtures included. Labor.
 (13) Nails and Hardware: Common and wire nails, bolts, damper, ash doors, finish hardware.

- (14) Painting: White lead, linseed oil, turpentine. Labor.
 (15) Misc.: Metal & wood laths, corner bead, insulation. Labor.
 (16) TOTAL OF GROUP D: Materials. Labor.
 Group E:
 (17) TOTAL COSTS: Materials. Labor.
 (18) Overhead and profit of subcontractors in plastering, heating, plumbing, metal work, electrical work and tile work.
 (19) General contractor's profit.
 (20) Missouri sales tax (now 2% on materials), old age and unemployment tax (Federal and State), liability and employees' compensation insurance, fire and tornado insurance, completion bond.
 (21) TOTAL OF GROUP E.
 (22) TOTAL CONSTRUCTION COST.

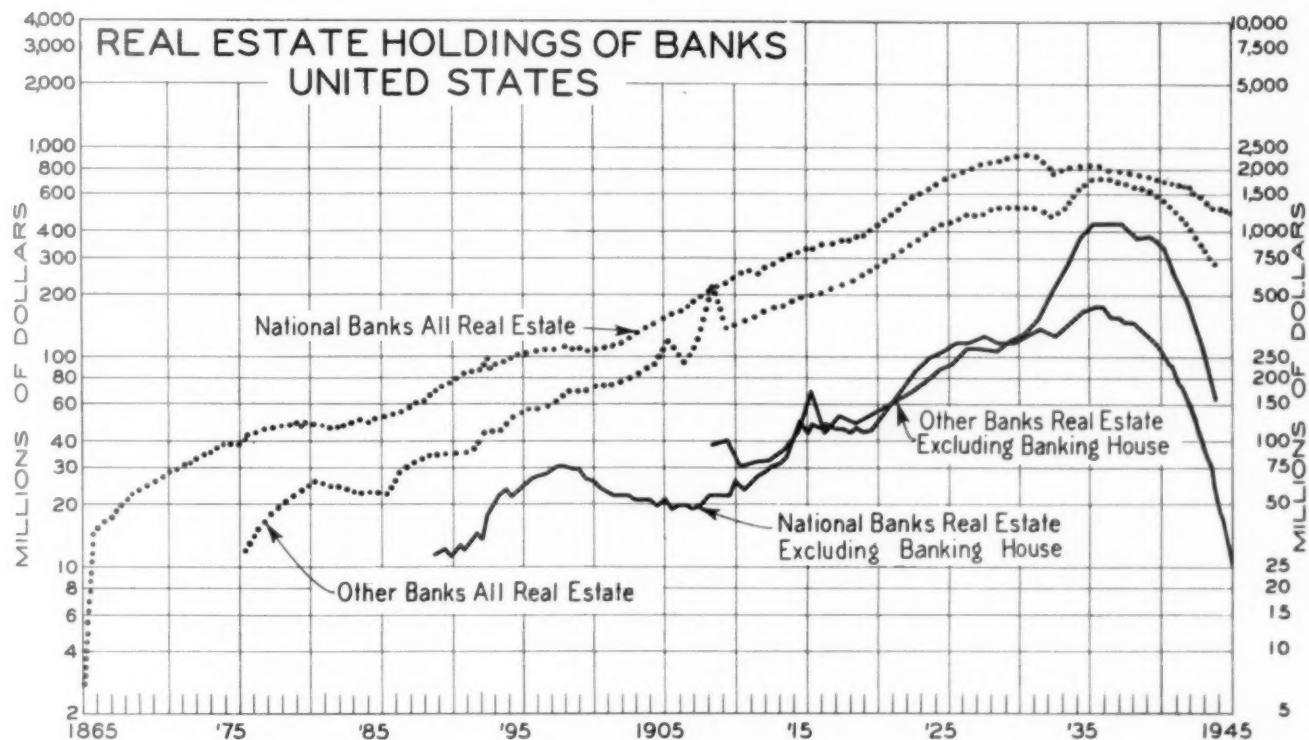
YEAR	GROUP A			GROUP B			GROUP C			GROUP D			TOTAL			GROUP E			TOTAL																			
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)	(13)	(14)	(15)	(16)	(17)	(18)		(19)	(20)	(21)																
1913	\$243	\$288	\$24	\$13	\$367	\$401	\$218	\$101	\$428	\$134	\$250	\$121	\$996	\$356	\$152	\$136	\$231	110	\$83	\$246	65	\$12	\$36	\$49	\$59	16	\$64	\$51	\$18	\$227	\$143	\$1973	\$1146	\$248	\$337	\$132	\$717	\$3836
1914	\$362	\$188	\$24	\$13	\$86	\$401	\$212	\$101	\$415	\$134	\$349	\$121	\$976	\$356	147	136	248	110	\$95	\$246	59	12	32	49	59	16	\$64	\$50	\$18	\$216	\$143	1973	1146	248	337	132	717	3836
1915	\$360	\$188	\$24	\$13	\$384	\$401	\$189	\$108	\$373	\$135	\$329	\$131	\$891	\$384	152	144	248	116	\$401	\$260	68	12	38	52	64	17	\$69	\$48	\$19	\$235	\$152	1911	1197	257	337	135	729	3837
1916	\$366	\$196	\$24	\$13	\$390	\$409	\$224	\$108	\$438	\$145	\$363	\$131	\$1025	\$384	203	144	309	116	\$512	\$260	101	12	55	52	86	22	\$69	\$59	\$19	\$323	\$152	2250	1205	295	375	\$142	\$812	\$4267
1917	\$456	\$413	\$25	\$14	\$481	\$427	\$258	\$109	\$500	\$146	\$396	\$132	\$1154	\$387	244	152	359	122	\$603	\$274	108	12	59	54	110	26	\$69	\$69	\$19	\$372	\$154	2610	1242	346	418	\$152	\$895	\$4747
1918	\$539	\$421	\$25	\$15	\$564	\$436	\$292	\$118	\$570	\$158	\$449	\$143	\$1311	\$410	322	152	359	124	\$681	\$276	95	14	52	54	118	30	\$75	\$75	\$21	\$368	\$164	2924	1295	346	457	\$163	\$966	\$5185
1919	\$624	\$453	\$25	\$15	\$649	\$468	\$519	\$128	\$1008	\$170	\$729	\$154	\$2256	\$452	290	160	349	130	\$639	\$290	83	15	45	57	113	31	\$81	\$112	\$23	\$384	\$176	3288	1366	342	566	\$187	\$1095	\$6409
1920	\$742	\$463	\$28	\$17	\$770	\$480	\$607	\$183	\$1189	\$243	\$1030	\$220	\$2826	\$646	305	184	372	150	\$677	\$334	83	21	46	66	143	36	\$116	\$132	\$32	\$440	\$235	4713	1695	366	677	\$227	\$1270	\$7678
1921	\$742	\$501	\$28	\$18	\$699	\$519	\$479	\$188	\$920	\$250	\$506	\$225	\$1905	\$663	273	192	460	156	\$733	\$348	64	22	35	69	94	30	\$119	\$104	\$35	\$327	\$243	3664	1773	372	581	\$215	\$1168	\$6605
1922	\$609	\$506	\$25	\$18	\$634	\$524	\$362	\$174	\$703	\$232	\$571	\$209	\$1636	\$615	258	204	433	166	\$691	\$370	64	20	35	73	79	28	\$111	\$81	\$31	\$287	\$235	3248	1744	370	536	\$205	\$1111	\$6103
1923	\$633	\$576	\$25	\$21	\$658	\$597	\$410	\$200	\$793	\$268	\$551	\$242	\$1754	\$710	276	227	430	184	\$697	\$411	70	23	38	81	94	30	\$128	\$90	\$36	\$320	\$268	3429	1986	407	582	\$228	\$1217	\$6632
1924	\$618	\$703	\$251	\$108	\$869	\$511	\$401	\$246	\$779	\$328	\$422	\$296	\$1672	\$870	274	277	388	224	\$662	\$501	64	28	35	100	97	35	\$156	\$87	\$44	\$318	\$328	3521	2510	527	656	\$274	\$1457	\$7488
1925	\$664	\$634	\$103	\$108	\$869	\$511	\$401	\$246	\$779	\$328	\$422	\$296	\$1672	\$870	274	277	388	224	\$662	\$501	64	28	35	100	97	35	\$156	\$87	\$44	\$318	\$328	3521	2510	527	656	\$274	\$1457	\$7488

1926	566	651	251	108	817	761	379	240	732	320	432	288	1543	848	264	251	184	395	159	646	343	69	27	37	87	86	36	152	83	43	311	309	3316	2359	499	617	254	1370	7045
1927	565	621	251	108	771	769	379	240	715	320	432	288	1543	848	264	251	184	395	159	646	343	67	26	37	86	84	35	152	80	43	311	309	3316	2359	499	617	254	1370	7045
1928	563	541	185	97	771	638	406	184	644	244	377	220	1427	648	261	184	382	151	643	335	71	21	39	66	85	31	116	74	32	300	235	3141	1856	438	544	213	1195	6392	
1929	565	541	185	97	750	638	360	184	687	244	384	220	1431	648	270	184	385	151	655	335	82	21	45	66	89	31	116	71	32	320	235	3146	1856	438	545	213	1196	6392	
1930	471	442	185	97	669	519	340	135	655	181	512	164	1307	480	251	140	341	114	502	254	71	15	39	50	72	33	87	21	28	426	176	2984	1829	380	479	173	1034	5447	
1931	471	442	185	97	669	519	340	135	655	181	512	164	1307	480	251	140	341	114	502	254	58	12	32	40	61	31	70	198	39	380	161	2855	1147	317	412	146	875	4677	
1932	438	438	342	139	51	577	393	268	108	532	145	269	131	1069	384	210	112	286	91	436	205	50	12	28	40	60	31	104	226	53	404	236	3306	1768	363	544	310	1217	6991
1933	457	342	130	51	587	393	379	240	715	320	432	288	1543	848	264	251	184	395	159	646	343	52	12	28	40	54	26	70	214	39	374	161	2700	1141	291	413	146	850	4691
1934	540	342	122	51	662	393	439	108	713	145	344	131	1261	384	208	112	270	91	478	203	55	12	28	40	54	26	70	214	39	374	161	2700	1141	291	413	146	850	4691	
1935	508	422	111	67	619	489	399	135	638	181	523	164	1560	480	276	140	392	114	582	254	43	15	24	50	62	26	70	222	39	396	161	3217	1141	299	466	154	919	5277	
1936	505	490	111	67	619	489	399	135	638	181	523	164	1560	480	276	140	392	114	582	254	43	15	24	50	62	26	70	222	39	396	161	3217	1141	299	466	154	919	5277	
1937	503	512	111	67	614	579	395	186	742	245	578	221	1715	552	247	160	326	141	573	301	54	22	29	57	64	31	104	226	53	404	236	3306	1768	363	544	310	1217	6991	
1938	500	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1939	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1940	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1941	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1942	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1943	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1944	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1945	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1946	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1947	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1948	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1949	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1950	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1951	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1952	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1953	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1954	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1955	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1956	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
1957	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
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1962	510	428	103	67	603	495	369	162	693	210	591	189	1653	561	255	160	313	134	568	294	48	19	26	57	68	29	88	223	42	394	206	3218	1555	344	512	315	1171	5945	
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1965	510	428	103	67																																			

BANKS HAVE DISPOSED OF MOST REAL ESTATE

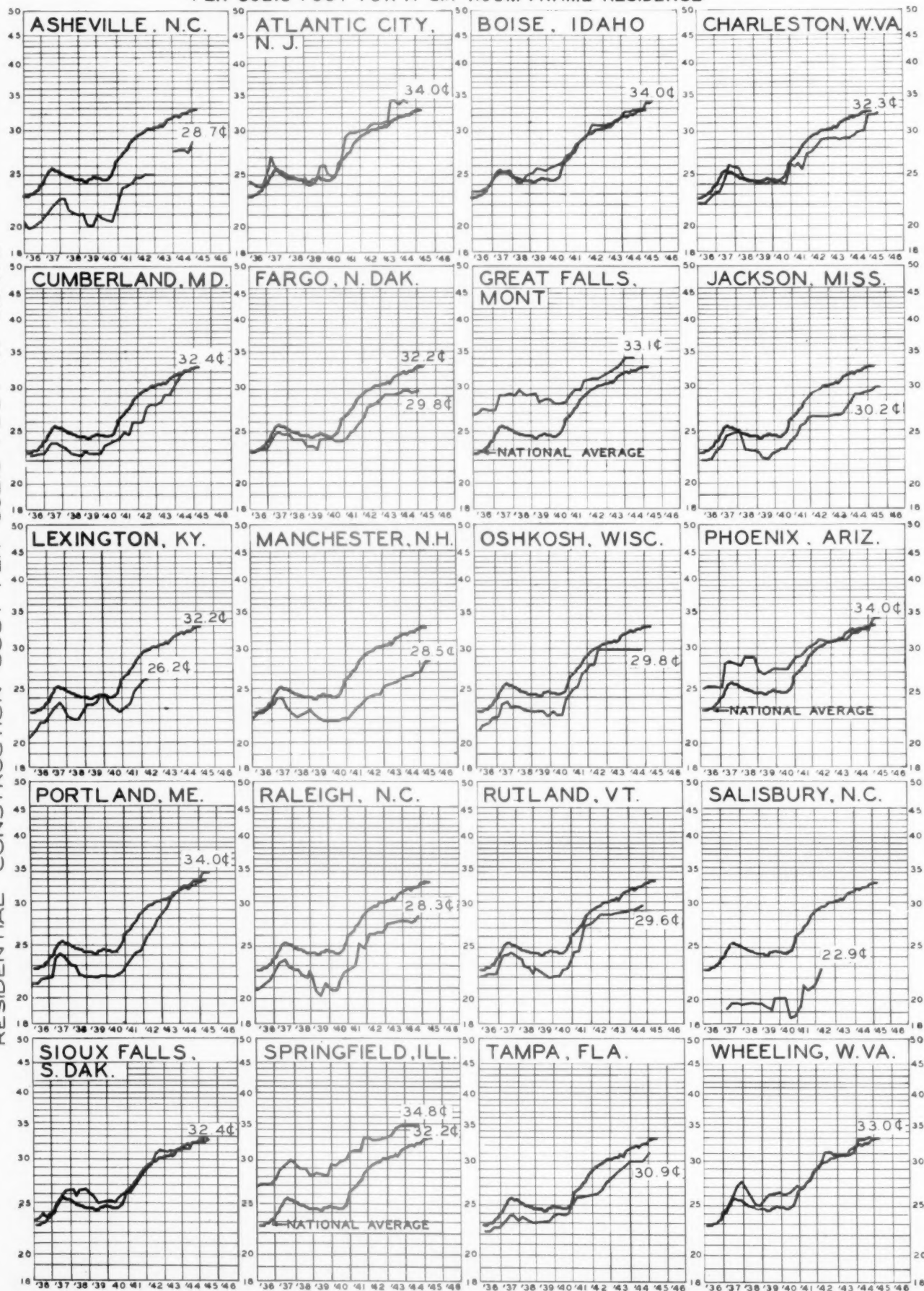
THE chart at the bottom of this page shows the dollar amount of real estate owned by all national banks in the United States for each year from 1865 to 1945. From 1889 to the present it has been possible to exclude from the real estate account of national banks the real estate used for banking house purposes. This is shown by the solid blue line on the chart, and it will be noticed that the real estate holdings of national banks, excluding the banking house, in the United States in millions of dollars are now less than they have been at any time since these figures are available. It is rather interesting to note that the banks now own less real estate than they owned at any time during the First World War period or the period of the real estate boom in the twenties.

The red line on the chart from 1909 to 1944 shows the real estate holdings of all banks other than national banks, including State banks, private banks and savings banks. These banks during the thirties acquired a great deal more real estate exclusive of their banking premises than national banks and have, therefore, been more slow in liquidating it. At the end of 1944 the real estate holdings of these banks were practically down to the level of the early twenties.



RESIDENTIAL CONSTRUCTION COSTS PER CUBIC FOOT FOR A SIX-ROOM FRAME RESIDENCE

RESIDENTIAL CONSTRUCTION COST PER CUBIC FOOT IN CENTS



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